

Message Text

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PAGE 01 BOMBAY 00610 090903Z

ACTION COME-00

INFO OCT-01 EA-12 NEA-10 ISO-00 EB-08 /031 W

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FM AMCONSUL BOMBAY

TO SECSTATE WASHDC PRIORITY 8082

INFO AMEMBASSY NEW DELHI

AMCONSUL CALCUTTA

AMCONSUL MADRAS

AMEMBASSY SINGAPORE

UNCLAS BOMBAY 0610

FOR COMMERCE

E. O. 11652: N/A

TAGS: BTIO, IN

SUBJ: SPECIAL TRADE OPPORTUNITY: PROSPECTS FOR SALE OF
ALUMINUM PLATES TO UHDE INDIA LIMITED, BOMBAY

1. MR. H.P. DALAL, SENIOR EXPEDITOR, UHDE INDIA LIMITED (UIL),
PAREKH MAHAL, VIR NARIMAOMOAD,
CHURCHGATE, BOMBAY 400 029
(CABLE: UHDERECT; TELEX: 011-3739), IS INTERESTED IN LOCATING
U.S. SUPPLIERS OF ALUMINUM PLATES. ACCORDING TO MR. DALAL,
UIL IS LIKELY TO RECEIVE AN IMPORT LICENSE VALUE AT RS.10
MILLION (\$1 IS EQUAL TO RS.8.07) FOR IMPORTING THESE PLATES.

2. UIL, A WELL KNOWN PROJECT ENGINEERING FIRM, IS AN
ASSOCIATE OF FRIEDRICH UHDE GMBH, A SUBSIDIARY OF THE WELL
KNOWN HOECHST AG OF W. GERMANY. UIL HAS BEEN ACTIVE IN
INDIA SINCE 1955, PRIMARILY AS A TURNKEY ENGINEERING CONTRACTOR.
ACCORDING TO MR. DALAL, UIL HAS COMMISSIONED IN INDIA SEVERAL
CAUSTIC SODA PLANTS, NITRIC ACID PLANTS, EFFLUENT DISPOSAL
SYSTEMS, AMMONIA STORAGE PLANTS, AND OTHER PROCESS PLANTS
CONNECTED WITH THE ELECTRO-CHEMICAL INDUSTRY. PRINCIPAL
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PAGE 02 BOMBAY 00610 090903Z

CLIENTS FOR UIL INCLUDE GOVERNMENT OF INDIA OWNED FERTILIZER
CORPORATION OF INDIA (FCI), NHABHA ATOMIC RESEARCH CENTER,
BOMBAY AND OTHER CORPORATIONS IN THE INDIAN CHEMICAL INDUSTRY,
BOTH IN THE PRIVATE AND PUBLIC SECTOR. EMPLOYING OVER 200
PEOPLE, UIL HAS SEVERAL ENGINEERS AND TECHNICAL SPECIALISTS
SUPERVISING VARIOUS PROJECTS. FIRM'S 1977 TURNOVER WAS
APPROXIMATELY RS.120 MILLION (\$15 MILLION APPROX.)

3. UIL'S REQUIREMENT: MR. DALAL INFORMED US THAT UIL IS CURRENTLY EXECUTING A TURNKEY PROJECT FOR FCI, HINDUSTAN ORGANIC CHEMICALS, MAHARASHTRA, AND GUJARAT NARMADA VALLEY PROJECT, GUJARAT, PRIMARILY IN THE FIELD OF CHEMICAL AND FERTILIZER PLANTS. FOR THIS PROJECT UIL PLANS TO IMPORT 2100 METRIC TONS (MT) OF BOILER GRADE ALUMIN PLATES OF THE FOLLOWING SPECIFICATIONS:

(A) 1500 MT LOW TEMPERATURE BOILER GRADE ALUMINUM PLATES CONFORMING TO ASTM-SA 516 GRADE 70; THICKNESS RANGE 5 MILLIMETER TO 20 MILLIMETER

(B) 500 MT ALUMINUM PLATES WITH THICKNESS OF 25 MM

(C) 100 MT ALUMINUM
PLATES OF 99.8 PERCENT METAL PURITY;
THICKNESS RANGE 5 MM TO 12 MM.

THESE PLATES SHOULD BE IMPACT TESTED TO MINUS 50 DEGREES FAHRENHEIT AND ULTRASONICALLY TESTED USING API STANDARDS.

4. ACTION REQUESTED: WE REQUEST THAT USDOC DISSEMINATE UIL'S REQUIREMENT AMONG POTENTIAL AMERICAN SUPPLIERS. MR. DALAL INDICATED THAT HIS COMPANY PLANS TO FINALIZE ORDERS BY MARCH 31. U.S. FIRMS MAY WISH TO QUOTE THRU TELEX 011-3739
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PAGE 03 BOMBAY 00610 090903Z

ATTENTION: MR. H. P. DALAL - SENIOR EXPEDITOR.

5. IF PRACTICABLE, PLEASE SEND US A LIST OF U.S. FIRMS ALERTED.
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Message Attributes

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